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FORD MOTOR CREDIT COMPANY LLC

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA

FORD MOTOR CREDIT COMPANY LLC, a
Delaware Limited Liability Company,

Plaintiff,

vs.

MARCO VENTURES, INC., a California
Corporation, dba FORD OF MARIN,

Defendant.

Case No.: CV08-4906-MMC

**[PROPOSED] TEMPORARY
RESTRAINING ORDER AND
SETTING HEARING ON
APPLICATION FOR WRIT OF
POSSESSION AND INJUNCTIVE
RELIEF**

Hearing Date: TBD

Judge: Hon. Maxine M. Chesney

Complaint Date: October 27, 2008

The Application of Ford Motor Credit Company LLC ("Ford Credit"), a Delaware limited liability company, for the issuance of a temporary restraining order came on before the Honorable Maxine M. Chesney, United States District Court Judge for the Northern District of California.

The Court, having reviewed the application of Ford Credit for temporary restraining order, the supporting declarations and memorandum of points and authorities and the complaint on file in this action, and any opposition filed to the application, finds that Ford Credit has established that it is entitled to the issuance of a temporary restraining order and has established the probable validity that there is an immediate danger that the vehicles identified on the attached **Exhibit A**, the other

1 personal property described in the attached **Exhibit B** and the proceeds from the sale of any such
2 vehicle or other personal property (collectively the “Collateral”), may become unavailable to levy
3 and may become substantially impaired in value, and

4 GOOD CAUSE APPEARING, THEREFORE,

5 IT IS HEREBY ORDERED that:

6 1. Defendant Marco Ventures, Inc., dba Ford of Marin (“Ford of Marin”) has received
7 timely and proper notice of this hearing on Plaintiff Ford Credit’s Application for Writ of
8 Possession and ~~Injunctive Relief~~ for Temporary Restraining Order under the Court’s Local Rules.

9 2. Ford Credit has established the probable validity of its security interest in, and claim
10 to possession of, the vehicles identified on the attached **Exhibit A** and all of Ford of Marin’s
11 furniture, fixtures, machinery, supplies and other equipment, all motor vehicles, tractors, trailers,
12 implements, service parts and accessories and other inventory of every kind, all accounts, contract
13 rights, chattel paper and general intangibles as described in the attached **Exhibit B**, that Defendant
14 Ford of Marin is in default on its loan obligations owing to Ford Credit as set forth in the moving
15 papers and that Ford of Marin has not been open for business since October 10, 2008.

16 3. Ford Credit has established that the Collateral is located at Ford of Marin’s place of
17 business at 619 E. Francisco Boulevard, San Rafael, California 94901 (the “Dealership”).

18 4. Ford of Marin may sell or lease the Collateral in the ordinary course of business only
19 as provided in this Order:

- 20 a. At the time of any retail sale or lease of any Vehicle, Ford of Marin shall
21 immediately notify Ford Credit of such sale or lease via email to the
22 following email address: jpolley@ford.com and by promptly delivering or
23 faxing to Ford Credit a true copy of the written contract of such retail sale or
24 lease.
- 25 b. Ford of Marin shall turn over possession to Ford Credit and Ford Credit shall
26 maintain physical custody of titles for all vehicles in which Ford Credit has a
27 lien or security interest, whether or not financed by Ford Credit.
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- 1 c. Within the earlier of five business days from retail sale or lease of a Vehicle
2 identified on the attached Exhibit A, or one business day from Ford of
3 Marin's receipt of any of the sale proceeds for any retail sale or lease of a
4 Vehicle, including any Vehicle identified on Exhibit A that has been sold or
5 leased on or before the date of this Order for which defendant Ford of Marin
6 received proceeds before or after the date of this Order, Ford of Marin shall
7 immediately and forthwith remit to Ford Credit by electronic funds transfer
8 all amounts received by Ford of Marin up to the amount advanced by Ford
9 Credit to Ford of Marin to acquire the vehicle (the "Advanced Price"). Any
10 proceeds in excess of the Advanced Price on a particular vehicle may be
11 retained by Ford of Marin to use towards its operating expenses. Ford
12 Credit's security interest continues to attach to the proceeds in excess of the
13 Advanced Price to the extent they are not used to cover operating expenses;
- 14 d. Within the earlier of five business days from sale or lease of a vehicle not
15 identified on the attached Exhibit A (the "Non-Floored Vehicles"), or one
16 business day from Ford of Marin's receipt of any of the "cash" proceeds of
17 such sale or lease of a Non-Floored Vehicle, Ford of Marin shall immediately
18 and forthwith remit to Ford Credit by electronic funds transfer or other
19 immediately available funds received by Ford of Marin in the amount of 75%
20 of Ford of Marin net sale price of the Non-Floored Vehicle after payment of
21 taxes, registration, and licensing.
- 22 e. Should Ford of Marin receive any vehicle as a "trade-in" for the payment of a
23 Vehicle or a Non-Floored Vehicle, Ford of Marin shall notify Ford Credit
24 within one business day of receiving the trade-in by email to the following
25 email address: jpolley@ford.com. Furthermore, Ford of Marin shall
26 promptly pay or satisfy any liens or amounts owing against the trade-in
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Vehicle. Ford of Marin may subsequently sell the trade-in as a Non-Floored Vehicle in accordance with subparagraphs a, b, c and d above;

f. Trades or transfers of Vehicles by Ford of Marin with other dealers ("Dealer Trades") are prohibited without the written consent of Ford Credit. Requests for Dealer Trades shall be made via email to the following email address: jpolley@ford.com;

g. Ford of Marin shall limit the use of Demonstrators to customer test drives.

h. Ford of Marin may sell parts, accessories, or related supplies ("Parts") in the ordinary course of its service department's business only as follows: Ford of Marin shall use the proceeds from the cost of the Parts sold to either (1) buy replacement Parts, or (2) pay Ford of Marin's invoice cost on account of part's sales, in the form of cashier's checks or other immediately available funds to Ford Credit. While Ford of Marin continues to use parts, it must replenish the parts inventory to adequately protect and maintain Ford Credit's collateral position. Ford of Marin shall submit to Ford Credit a written accounting upon its request of the following:

- (i) Parts sold the previous week;
- (ii) Parts ordered as replacements the previous week; and,
- (iii) Payment for any parts not replaced the previous week.

5. Ford of Marin is restrained from removing any of the Collateral in such manner as to make it less available to seizure by levying officer and/or impairing the value of the subject Collateral.

6. Ford of Marin shall permit Ford Credit and its authorized agents and employees to enter upon Ford of Marin's Dealership sales lot at 619 E. Francisco Blvd., San Rafael, California 201 Auto Mall Parkway, Vallejo, California during business operating hours. Ford Credit shall be authorized to hold possession of keys to all vehicles, to be present while all mail and other package deliveries are opened and to review the cash receipts journals on a daily basis. Ford Credit is authorized to conduct audits and inspections of the

1 Collateral and Ford of Marin's books and records. Ford of Marin shall deliver copies of all bank
2 statements to Ford Credit within one hour of receipt by Ford of Marin of such statements each day.

3 7. The Court finds, for the purposes of this Order, that the value of Ford of Marin's
4 assets is approximately \$2,379,219.47, which is less than the principal amounts of the contractual
5 obligations totaling \$2,870,856.09 it owes to Ford Credit by \$491,636.62. Under California Code of
6 Civil Procedure §515.010(b), Ford Credit is not required to file an undertaking. The findings in this
7 paragraph 7, in particular, and the finding in this order, generally, are subject to review and
8 reconsideration at the time of the hearing set for the writ of possession and injunctive relief.

9 8. Hearing on Ford Credit's application for writ of possession and injunctive relief is set
10 in this Courtroom on November 20, 2008, at 10 a.m. Ford of Marin shall file and serve
11 any responsive papers no later than November 12, 2008. Ford Credit shall file any reply papers
12 no later than November 17, 2008. Service of Ford of Marin's response or Ford Credit's reply
13 may be made by facsimile.

14 9. In the event that Ford of Marin violates any term or terms of this Temporary
15 Restraining Order, Ford Credit may file an ex parte application to enforce the Temporary
16 Restraining Order in the manner provided by the Local Rules. The Court may review such ex parte
17 application prior to the date of the hearing on the writ of possession and injunctive relief and the
18 Court may enter an order to enforce the terms of this Temporary Restraining Order as reasonably
19 necessary, including, but not limited to, issuing an immediate order for writ of possession or turn-
20 over of funds or imposition of sanctions.

21 10. Ford Credit may immediately place a security guard(s) on the Dealership premises
22 who shall be authorized to remain at the Ford of Marin Dealership at all times until all the Collateral
23 is removed from the Dealership and may utilize the assistance of law enforcement agencies in order
24 to deter the removal of any Collateral from the Dealership premises.

25 11. This order shall issue ^{November}~~October~~ 3, 2008, at 4 p.m.


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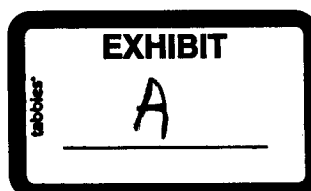
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1 12. This Order shall remain in effect until modified by further order of this Court, or
2 modified by written agreement signed by plaintiff Ford Credit and defendant Ford of Marin filed
3 with and approved by order of this Court.
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5 DATED: _ November 3, 2008 _____
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8 Hon. Maxine M. Chesney
9 United States District Court Judge
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Floored units	Year	Make	Model	Balance
1FTSW21R48ED94293	2008	FORD	F-250	\$50,944.92
1FTSW21R68EE49732	2008	FORD	F-250	\$50,856.40
1FTSW21R68EE52775	2008	FORD	F-250	\$47,775.40
1FTSW21R68EA30456	2008	FORD	F-250	\$42,220.10
1ZVHT88S685112442	2008	FORD	MUSTANG	\$41,771.02
1FTPW12598KB54850	2008	FORD	F-150	\$33,562.70
1FTPW14568FC03055	2008	FORD	F-150	\$32,756.05
1FTPW14548FA98855	2008	FORD	F-150	\$32,684.60
1FTPW14598FB88714	2008	FORD	F-150	\$32,681.05
1FTPW14548KD94935	2008	FORD	F-150	\$32,679.60
1FTPW14558FB82179	2008	FORD	F-150	\$32,679.60
2FMDK48C97BB68158	2007	FORD	EDGE	\$32,254.05
2FMDK48C98BA81118	2008	FORD	EDGE	\$32,122.95
1FTPW14538FB70693	2008	FORD	F-150	\$31,674.60
1FAHP28W48G105281	2008	FORD	TAURUS	\$31,644.95
1ZVHT82H285149615	2008	FORD	MUSTANG	\$30,938.23
1ZVHT82H985155671	2008	FORD	MUSTANG	\$30,855.23
1ZVHT82H585154971	2008	FORD	MUSTANG	\$30,764.23
2FMDK38C98BB02141	2008	FORD	EDGE	\$30,574.40
2FMDK38C28BA85425	2008	FORD	EDGE	\$30,295.95
2FMDK38C98BA41504	2008	FORD	EDGE	\$30,180.50
2FMDK38C58BA92840	2008	FORD	EDGE	\$30,172.95
1FTPW12538FC19703	2008	FORD	F-150	\$30,076.05
1FTPW12588FC11435	2008	FORD	F-150	\$30,076.05
1ZVHT82H185184386	2008	FORD	MUSTANG	\$30,064.63
1ZVHT82H585143646	2008	FORD	MUSTANG	\$29,876.67
2FMDK38CX8BA51989	2008	FORD	EDGE	\$29,523.50
1ZVHT82H995113129	2009	FORD	MUSTANG	\$29,366.21
1ZVHT82H885153913	2008	FORD	MUSTANG	\$29,028.23
2FMDK38C27BB58517	2007	FORD	EDGE	\$28,844.05
2FMDK38C57BB63176	2007	FORD	EDGE	\$28,844.05
1FMEU51E08UA99002	2008	FORD	EXPLORER SPORT	\$28,523.60
2FMDK51C79BA04989	2009	FORD	FLEX	\$28,360.96
2FMDK51C89BA08016	2009	FORD	FLEX	\$28,360.96
1FMCU59H08KD83277	2008	FORD	ESCAPE HYBRID	\$28,094.62
1FMEU318X8UB20467	2008	FORD	EXPLORER SPORT	\$27,902.05
1FTRW12W08FB05918	2008	FORD	F-150	\$27,581.60
1FTRW12W28FA87888	2008	FORD	F-150	\$27,288.60
1FMDK02W88GA37969	2008	FORD	TAURUS X	\$26,835.05
1FTRW12WX8FA41371	2008	FORD	F-150	\$26,541.70
1ZVHT82H985148185	2008	FORD	MUSTANG	\$26,316.58
2FMDK36C17BB53375	2007	FORD	EDGE	\$25,083.05
1ZVHT80N685198406	2008	FORD	MUSTANG	\$23,895.21
1ZVHT80N595115999	2009	FORD	MUSTANG	\$22,972.21
1ZVHT80N295109397	2009	FORD	MUSTANG	\$22,971.21
1FMCU03709KA03049	2009	FORD	ESCAPE	\$22,944.99
1FMCU03759KA08232	2009	FORD	ESCAPE	\$22,944.99
1FMCU03Z98KD84240	2008	FORD	ESCAPE	\$22,590.62
1ZVHT80N485196735	2008	FORD	MUSTANG	\$22,225.21
1FMCU03Z18KE10622	2008	FORD	ESCAPE	\$22,000.49
1FMCU03Z58KB10081	2008	FORD	ESCAPE	\$21,997.23



1FMCU03ZX8KB45814	2008 FORD	ESCAPE	\$21,894.68
1FTYR14E58PA56538	2008 FORD	RANGER	\$20,479.15
1FTYR14E78PA67380	2008 FORD	RANGER	\$19,994.60
1ZVFT84N575264539	2007 FORD	MUSTANG	\$13,645.00
2FAFP74W56X166978	2006 FORD	CROWN VICTORIA	\$8,365.08
1FAFP24177G104898	2007 FORD	FIVE HUNDRED	\$4,343.40
1FAFP34N57W255382	2007 FORD	FOCUS	\$11,105.00
1FAFP56U17A116296	2007 FORD	TAURUS	\$8,790.00
1FMEU63EX7UB22061	2007 FORD	EXPLORER	\$16,025.00
1FMEU73E27UB85080	2007 FORD	EXPLORER	\$14,205.00
1FMYU93117KA10949	2007 FORD	ESCAPE	\$6,136.00
1FTPW12504FA16794	2004 FORD	F-150	\$4,981.50
1LNHM81W16Y608513	2006 LINCOLN	TOWN CAR	\$9,568.00
3FAFP08Z36R197639	2006 FORD	FUSION	\$11,305.00
3FAFP31N45R143497	2005 FORD	FOCUS	\$8,490.00
1FMFU20528LA28667	2008 FORD	EXPEDITION	\$46,127.97
2FMDK38C58BA41788	2008 FORD	EDGE	\$30,180.50
2FMDK48C17BB48471	2007 FORD	EDGE	\$32,582.05
2FMDK49C98BB16545	2008 FORD	EDGE	\$36,438.40
2FMDK49CX7BB32123	2007 FORD	EDGE	\$34,575.02
2FMDK49CX8BB19373	2008 FORD	EDGE	\$36,438.40
2FMEK63C39BA12675	2009 FORD	FLEX	\$35,534.90
1FTPX14574FA01963	2004 FORD	F-150	\$3,930.00
1FTRX12W36KC57273	2006 FORD	F-150	\$4,674.00
1FTSX21P56EB47843	2006 FORD	F-250	\$18,396.00
1GKDS13S452261436	2005 GMC	ENVOY	\$10,380.00
3GNFK16Z24G254995	2004 CHEVROLET	SUBURBAN	\$14,680.00
WBXPA93456WG77622	2006 BMW	X3	\$19,200.00
1FTYR10D88PB08662	2008 FORD	RANGER	\$16,365.55
1FBSS31L49DA10117	2009 FORD	E-350	\$29,077.13
1FBSS31L49DA10120	2009 FORD	E-350	\$29,077.13

Unencumbered Units

1FAHP36N99W140535	2009 FORD	FOCUS	\$13,411.92
YV1RS59V942388136	2004 VOLVO	S60	\$5,827.50
2FMZA57675BA82564	2005 FORD	FREESTAR	\$4,060.00
2FMZA52257BA02864	2007 FORD	FREESTAR	\$7,595.00
1FTSA21578EA79840	2008 FORD	F250	\$20,322.24
1FTZF17211NA67858	2001 FORD	F150	\$1,750.00
1FMFU15L84LA31214	2003 FORD	EXPEDITION	\$4,532.50

Book Value**SOT units**

1FTSW21R48EE07057	2008 FORD	F-250	\$50,761.92
1ZVHT80N985202593	2008 FORD	MUSTANG	\$23,895.21
3FAHP07Z58R270376	2008 FORD	FUSION	\$21,623.05
1D7HU18N13J622026	2003 DODGE	RAM	\$6,822.00
1FTNE14W09DA10125	2009 FORD	E-150	\$21,451.13
1FTNE14W99DA10124	2009 FORD	E-150	\$21,451.13
1FMCU04G79KA34376	2009 FORD	ESCAPE	\$28,747.24
2FMDK38C68BA09917	2008 FORD	EDGE	\$29,006.05

SOT amount

THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP															
2008 FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT 2008															
P&A CODE 06046					DEALER Ford of Marin					REC'D					
PERIOD OF JUL 2008 YTD					ADDRESS 619 E. Francisco Blvd.					SALES CODE 71C017					
MONTH ENDED					CITY STATE ZIP CODE San Rafael, CA 94901										
ASSETS															
1	CASH	ON HAND IN BANK	X	-109,117	BALANCE SHEET					LIABILITIES					
2		MONEY MARKET/DEPOSIT	X	-		N P	NEW VEHICLES & DEMOS	X	3,090,478						
3		FINANCE CONTRACTS				O A	USED VEHICLES	X	107,188						
4		NEW	X	222,129		T Y	PROGRAM VEHICLES	X	181,340						
5		USED	X	-		E A	RECREATION VEHICLES		-						
6	MARKETABLE SECURITIES			-		S B	OTHER - SHORT TERM		-						
7	NOTES RECEIVABLE			-		L	LONG TERM - CURRENT PORTION		-						
8	DISCOUNTED NOTES RECEIVABLE(NON US)			-		E	INSTALLMENT SALE BALANCE	X	-						
9	ACCOUNTS RECEIVABLE	VEHICLE		-X	-19,487		BANK LOANS(AUTHORIZED LIMIT) NON US	X	-						
10		PARTS SERVICE BODY			52,595		ACCOUNTS PAYABLE		221,233						
11		OTHER			11,152		INCOME TAXES		-						
12	W&P CLAIMS				58,561		CUSTOMER	DEPOSITS	X	-					
13	VEHICLE HOLDBACK				9,231			ACCOMMODATIONS-SVC CONTRACTS/REPO REFUND		53,775					
14	INCENTIVES/CARRYOVER ALLOWANCE				29,723			TAXES		-64					
15	FBO - JAG CSI				-			PAYOLL & BONUSES		39,925					
16	LOSP - OTHER #2				-			PROFIT SHARING (NON US)		-					
17	VCSI - VMS				-			OTHER		23,319					
18	JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER				12,072			DESIRED INTEREST INCOME (CURR PORTION - NON US)		-					
19	TOTAL CURRENT LIABILITIES								3,717,194						
20	FINANCE RECEIVABLES CURRENT				11,049										
21	ALLOWANCE - DOUBTFUL RECEIVABLES				(1,245)										
22	N CARS	22			-X	613,819	NEW	-440,091	VEHICLE EQUITY	USED	315,273				
23	E TRUCKS	70			-X	1,991,539	NET CASH	X		-361,577					
24	W DEMO	1			-X	45,029	AVERAGE MONTH TOTAL EXPENSES			299,863					
25	U CARS	6	30			70,587	NET CASH OVER (UNDER)			-681,440					
26	S TRUCKS	15	DAY			259,697									
27	E REMARKETED CARS	10	30			152,751	LONG TERM LIABILITIES								
28	D VEHICLES TRUCKS	7	DAY			120,766									
29	PARTS INV FOMOCO	201,516				201,516									
30	ALLOWANCE - PARTS INVENTORY ADJUSTMENT					(-)									
31	OTHER INVENTORIES	memo: work in process				361									
32	LIFO INVENTORY	NEW				(-)									
33	RESERVE(US ONLY)	PARTS				(-)									
34	PREPAID EXPENSES					53,941									
35	TOTAL CURRENT ASSETS								3,786,669						
36	LEASED VEHICLES NET UNITS:	CARS				-									
37	RENTAL VEHICLES NET					-									
38	LAND AND IMPROVEMENTS NET					-									
39	BUILDINGS					-									
40	EQUIPMENT					386,934									
41	LEASEHOLDS					(157,700)									
42	COST					3,678									
43	AMORTIZED					(967)									
44	FINANCE RECEIVABLES DEFERRED NET					-									
45	RECEIVABLES - OFFICERS & EMPLOYEES					-									
46	CASH VALUE - LIFE INSURANCE					-									
47	OTHER ASSETS - NET					500,000									
48	TOTAL ASSETS								4,518,614						
49	USED VEHICLE INVENTORY														
50	PARTS INVENTORY														
51	PSB RECEIVABLES														
52	TOTAL														
53	OPERATING ANALYSIS														
54	MONTH								YTD	MONTH	YTD	VEH ACCTS	-19,487		
55	SALES								1,233,548	8,555,005	% TOTAL SALES				
56	GROSS								228,459	1,838,381	18.5	21.5			
57	EXPENSE								300,064	2,099,044	24.3	24.5			
58	OPERATING PROFIT								-71,605	-260,663	-5.8	-3.0			
59	ADDED TO INCOME - BONUSES								12,757	160,745	1.0	1.9			
60	PROFIT BEFORE INCOME TAX								-58,848	-99,918	-4.8	-1.2			

EXHIBIT

B

THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP																
DEALER Ford of Marin					P&A CODE 06046					MONTH JUL 2008 YTD				PAGE 2		
OPERATING SUMMARY																
LINE NO.	OPERATING SUMMARY	DOLLARS		UNITS YTD		DEPARTMENT OPERATING SUMMARY										
		MONTH	YTD	CAR	TRUCK		NEW	USED	PARTS	SERVICE	BODY					
1	TOTAL SALES	1,233,548	8,555,005	71	97	M	716,563	165,416	171,503	180,066	-					
2				78	84	Y	4,178,572	2,004,425	1,142,900	1,229,108	-					
3	TOTAL GROSS	228,459	1,838,381	% TOTAL GROSS		M	33,727	17,643	55,290	121,799	-					
4				MONTH	YTD	Y	343,235	247,556	411,835	835,755	-					
5	TOTAL SELLING	153,297	1,047,967	67.1	57.0	M	38,073	33,442	24,794	56,988	-					
6	EXPENSE					Y	254,946	225,302	164,013	403,706	-					
7	TOTAL SELLING/	75,162	790,414	32.9	43.0	M	-4,346	-15,799	14,325	80,982	-					
8	ADJUSTED SELLING GROSS					Y	88,289	22,254	125,507	554,364	-					
9	TOTAL FIXED	134,099	948,401	58.7	51.6	M	46,935	20,115	20,115	46,934	-					
10	EXPENSE					Y	331,941	142,260	142,260	331,940	-					
11	DEALER SALARY	12,668	102,676	5.5	5.6	M	4,434	1,900	1,900	4,434	-					
12						Y	35,937	15,401	15,401	35,937	-					
13	OPERATING PROFIT	-71,605	-260,663	-	-	M	-55,715	-37,814	-7,690	29,614	-					
14						Y	-279,589	-135,407	-32,154	186,487	-					
15	LEASED VEHICLE	-	-	-	-	A D J U S T M E N T S T O N C O M E	ADDITIONS				MONTH	YTD				
16	RENTAL VEHICLE	-	-	-	-		CASH DISC. EARNED				-	-				
17	RECREATIONAL VEHICLE	-	-	-	-		INTEREST INCOME				-	-				
18							DIVIDEND INCOME				-	-				
19	TRACTOR/OTHER	-	-	-	-		SALES FIXED ASSETS				-	-				
20	ADJ. TO INCOME	12,757	155,745	5.6	8.5		OTHER				20,252	201,691				
21	CUSTOMER SATISFACTION & FORD SUPPORT	-	5,000	-	0.3		TDS				-	-				
22	INDEMNITIES NON US	(-)	(-)	(-)	(-)		DEDUCTIONS									
23	BONUS DEALER	-	-	-	-		CASH DISCOUNT				-	-				
24	EMPLOYEE	-	-	-	-		OTHER				7,495	45,946				
25	PROFIT BEFORE INCOME TAX	-58,848	-99,918	-25.8	-5.4	TOTAL (LINE 21)				12,757	155,745					
26	INCOME TAX		PNVS	-1,962	-595											
27	EST. INCOME TAX	-	-	% TOTAL SALES		CUSTOMER SATISFACTION AND FORD SUPPORT										
28	PROFIT SHARING NON US	-	-	-	-	C	FORD BLUE OVAL				-	5,000				
29	COMBINED CAPITAL RESERVE	-	-	-	-	U	Volvo CSI/VMS				-	-				
30	NET PROFIT AFTER TAX	-58,848	-99,918	-4.8	-1.2	S	LOSP				-	-				
31			PNVS			S	OTHER #2				-	-				
32	TOTAL OVERHEAD EXP.	275,027	1,943,001	9,168	11,565	A	OTHER #3				-	-				
33	TOTAL P.S. BS GROSS	177,089	1,247,590	5,903	7,426	T	JAG CSI/FAC/CPO/MMP				-	-				
34	NET OPERATING COST	97,938	695,411	3,265	4,139	A	LAND ROVER				-	-				
35	TOTAL	VEHICLE GROSS	51,370	580,791	1,712	3,517	D	TOTAL CUSTOMER SAT. ADJ (LINE 21)				-	5,000			
36		VAR. SALES EXP.	25,037	156,043	835	929										
37		VARIABLE GROSS	26,333	434,748	878	2,588	NON-US DEALER ADJUSTMENTS(MEMO)									
38	BREAKEVEN UNITS	MONTH		YTD		EXCHANGE RATE ADJUSTMENT				-	-					
39	N.O.C.VAR.GROSS PNUVR	145		451		MONETARY ADJUSTMENT				(-)	(-)					
40	Service Absorption: The Sum of the Total Parts, Service & Body									MONTH		YTD				
41	Shop Gross Profits DIVIDED By the Sum of Total Fixed					TOTAL PAYROLL				171,519	1,233,361					
42	Expense + Dealer Salary + Parts, Service & Body Shop Sales Expense															
43																
44	(Benchmark is 85%-100%)					Month		YTD								
						77		77								
45	OPERATING TREND ANALYSIS	NEW UNITS	USED UNITS RTL	TOTAL CAR/TRK INCL WHSL	SELLING/ADJUSTED*SELLING GROSS(000)					FIXED EXP(000)	OPT PFT (000)	PFT BIT (000)	NET PFT PNVS			
46		CAR	TRUCK	CAR	TRUCK	NEW	USED	PARTS	SERVICE	BODY SHOP						
47	JAN															
48	FEB															
49	MAR															
50	APR															
51	MAY															
52	JUNE															
53	JULY															
54	AUG															
55	SEPT															
56	OCT															
57	NOV															
58	DEC															
59	CURRENT YTD															
60	PRIOR YTD															

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DEALER Ford of Marin					P&A CODE 06046			SALES CODE 71C017			PAGE 3C	
MONTH					NEW VEHICLE DEPARTMENT			YEAR TO DATE				
	SALES	GROSS	UNITS	GR PVS				UNITS	GR PVS	SALES	GROSS	
1	-	-	-	-			CROWN VICTORIA	-	-	-	-	-
2	-	-	-	-			TAURUS (2006 MODEL)	1	2,763	28,695	2,763	
3	60,050	4,727	2	2,364	E		MUSTANG	17	4,552	580,688	77,380	
4	47,210	-1,455	3	485	T		FOCUS	39	437	637,012	17,029	
5	-	-	-	-	A		MONDEO(MEXICO ONLY)	-	-	-	-	-
6	-	-	-	-	I		FIESTA/KON(MEXICO ONLY)	-	-	-	-	-
7	-	-	-	-	L		KA(MEXICO ONLY)	-	-	-	-	-
8	-	-	-	-	I		FIESTA ST(MEXICO ONLY)	-	-	-	-	-
9	-	-	-	-			Ford GT	-	-	-	-	-
10	122,493	299	6	50	C		FUSION	14	601	291,488	8,412	
11	-	-	-	-	R		TBD FORD Car #2	-	-	-	-	-
12	-	-	-	-	S		TBD FORD Car #3	-	-	-	-	-
13	-	-	-	-			TBD FORD Car #4	-	-	-	-	-
14	-	-	-	-			TBD FORD Car #5	-	-	-	-	-
15	-	-	-	-			TBD FORD Car #6	-	-	-	-	-
16	-	-	-	-			TBD FORD Car #7	-	-	-	-	-
17	-	-	-	-			TBD FORD Car #8	-	-	-	-	-
18	-	-	-	-			TBD FORD Car #9	-	-	-	-	-
19	-	-	-	-	A		TBD FORD Car #10	-	-	-	-	-
20	-	-	-	-			FORD DISCONTINUED MODEL CARS	-	-	-	-	-
21	229,753	3,571	11	325			TOTAL FORD RETAIL CARS	71	1,487	1,537,883	105,584	
22	-	-	-	-			GRAND MARQUIS/MARAUDER	-	-	-	-	-
23	-	-	-	-			SABLE (2006 MODEL)	-	-	-	-	-
24	-	-	-	-			MILAN	-	-	-	-	-
25	-	-	-	-			TBD L/M CAR #2	-	-	-	-	-
26	-	-	-	-			TBD L/M CAR #3	-	-	-	-	-
27	-	-	-	-			TOWN CAR	-	-	-	-	-
28	-	-	-	-			LS	-	-	-	-	-
29	-	-	-	-			MKZ	-	-	-	-	-
30	-	-	-	-			LINCOLN MKS	-	-	-	-	-
31	-	-	-	-			TBD LM #5	-	-	-	-	-
32	-	-	-	-			TBD LM #6	-	-	-	-	-
33	-	-	-	-			TBD LM #7	-	-	-	-	-
34	-	-	-	-			TBD LM #8	-	-	-	-	-
35	-	-	-	-			TBD LM #9	-	-	-	-	-
36	-	-	-	-			LM DISCONTINUED MODEL CARS	-	-	-	-	-
37	-	-	-	-			TOTAL L/M RETAIL CARS	-	-	-	-	-
38	-	-	-	-			TOTAL JAGUAR RETAIL CARS	-	-	-	-	-
39	-	-	-	-			TOTAL VOLVO RETAIL CARS	-	-	-	-	-
40	-	-	-	-			TOTAL MAZDA RETAIL CARS	-	-	-	-	-
41	-	-	-	-			NON FOMOCO CARS	-	-	-	-	-
42	229,753	3,571	11	325			TOTAL RETAIL CARS	71	1,487	1,537,883	105,584	
43	-	-	-	-			FORD MOTOR CO. FLEET CAR	-	-	-	-	-
44	-	-	-	-			NON FOMOCO FLEET CAR	-	-	-	-	-
45	-	-	-	-			TOTAL FLEET CARS	-	-	-	-	-
46		4,000					CAR INCENTIVES				12,900	
47	229,753	7,571	11	688			TOTAL NEW CARS	71	1,669	1,537,883	118,484	
48												
49												
50												
51												
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DEALER Ford of Marin					P&A CODE 06046			SALES CODE 71C017			PAGE 3T			
MONTH					NEW VEHICLE DEPARTMENT			YEAR TO DATE						
SALES		GROSS	UNITS	GR PVS				UNITS	GR PVS	SALES	GROSS			
1	-	-	-	-	R	EDGE		9	1,802	298,369	16,222			
2	-	-	-	-	E	TAURUS X		3	-2,092	72,871	-6,275			
3	199,220	9,048	8	1,131	T	ESCAPE		37	1,558	979,063	57,637			
4	-	-	-	-	A	EXPLORER		3	1,240	99,852	3,719			
5	-	-	-	-	I	EXPEDITION		1	1,536	45,995	1,536			
6	-	-	-	-	L	EXCURSION		-	-	-	-			
7	-	-	-	-	F	FREESTAR (MINI VAN)		-	-	-	-			
8	-	-	-	-	T	ECONOLINE/CLUB WAGON		2	280	47,234	560			
9	19,765	-312	1	-312	R	RANGER		9	291	160,588	2,615			
10	136,630	4,373	6	729	T	F150 (UNDER 8500# GVW)		25	882	628,641	22,059			
11	44,357	1,015	1	1,015	E	F-SUPER DUTY (F250-350 OVER 8500# GVW)		5	1,139	221,238	5,693			
12	-	-	-	-	U	COURIER(MEXICO ONLY)		-	-	-	-			
13	-	-	-	-	C	ECOSPORT (MEXICO ONLY)		-	-	-	-			
14	-	-	-	-	K	TRANSIT (MEXICO ONLY)		-	-	-	-			
15	86,838	150	3	50	S	Flex		3	50	86,838	150			
16	-	-	-	-		TBD FORD TRUCK #3		-	-	-	-			
17	-	-	-	-		TBD FORD TRUCK #4		-	-	-	-			
18	-	-	-	-		TBD FORD TRUCK #5		-	-	-	-			
19	-	-	-	-		TBD FORD TRUCK #6		-	-	-	-			
20	-	-	-	-		TBD FORD TRUCK #7		-	-	-	-			
21	-	-	-	-		TBD FORD TRUCK #8		-	-	-	-			
22	-	-	-	-		FORD DISCONTINUED MODEL TRUCKS		-	-	-	-			
23	486,810	14,274	19	751		TOTAL FORD LIGHT TRUCK RETAIL		97	1,071	2,640,689	103,916			
24	-	-	-	-		MONTEREY		-	-	-	-			
25	-	-	-	-		MARINER		-	-	-	-			
26	-	-	-	-		MOUNTAINEER		-	-	-	-			
27	-	-	-	-		TBD LM TRUCK #1		-	-	-	-			
28	-	-	-	-		TBD LM TRUCK #2		-	-	-	-			
29	-	-	-	-		TBD LM TRUCK #3		-	-	-	-			
30	-	-	-	-		AVIATOR		-	-	-	-			
31	-	-	-	-		NAVIGATOR		-	-	-	-			
32	-	-	-	-		LINCOLN MARK LT		-	-	-	-			
33	-	-	-	-		LINCOLN MKX		-	-	-	-			
34	-	-	-	-		TBD LM TRUCK #5		-	-	-	-			
35	-	-	-	-		TBD LM TRUCK #6		-	-	-	-			
36	-	-	-	-		LM DISCONTINUED MODEL TRUCKS		-	-	-	-			
37	-	-	-	-		TOTAL LM LIGHT TRUCK RETAIL		-	-	-	-			
38	-	-	-	-		TOTAL VOLVO LIGHT TRUCK RETAIL		-	-	-	-			
39	-	-	-	-		TOTAL MAZDA LIGHT TRUCK RETAIL		-	-	-	-			
40	-	-	-	-		TOTAL LAND ROVER LIGHT TRUCK RETAIL		-	-	-	-			
41	-	-	-	-		NON FOMOCO LIGHT TRUCK		-	-	-	-			
42	486,810	14,274	19	751		TOTAL LIGHT TRUCK RETAIL		97	1,071	2,640,689	103,916			
43	-	-	-	-		FLEET LIGHT TRUCKS		-	-	-	-			
44	486,810	14,274	19	751		TOTAL LIGHT TRUCK		97	1,071	2,640,689	103,916			
45	-	-	-	-	R	F-SUPER DUTY(F450-550 OVER 8500# GVW)		-	-	-	-			
46	-	-	-	-	T	F-SUPER DUTY(F650-750)		-	-	-	-			
47	-	-	-	-		LOW CAB (FWD)		-	-	-	-			
48	-	-	-	-	F	TOTAL FORD COMMERCIAL TRUCKS		-	-	-	-			
49	-	-	-	-	T	NON FOMOCO CLASS 4-7-8		-	-	-	-			
50	-	-	-	-		TOTAL COMMERCIAL/OTHER TRUCKS		-	-	-	-			
51	-	-	-	-		MEMO: FLT COM		-	-	-	-			
52	-	4,300	-	-		TRUCK INCENTIVES		-	-	-	13,500			
53	486,810	18,574	19	978		TOTAL NEW TRUCK		97	1,210	2,640,689	117,416			
54	-	673	-	-	11	DLR TRANS UNITS	YTD 75	-	-	-	8,808			
55	716,563	26,818	30	894		TOTAL NEW VEHICLES		168	1,457	4,178,572	244,708			
56	-	-	-	-		MEMO: INTERNET SALES		-	-	-	-			
57	RETAIL		CAR		TRUCK			NON FOMOCO			TOTAL			
58	LEASE		UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL
59	NEW	MONTH												
60		YTD	3	4,095	1,365	11	11,069	1,006				14	15,164	1,083
61	USED	MONTH												
62		YTD												

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DEALER Ford of Marin					P&A CODE 06046			MONTH JUL 2008 YTD		PAGE 4			
	SALES	GROSS	UNITS	GR PVS	USED VEHICLE DEPARTMENT		UNITS	GR PVS	SALES	GROSS			
1	34,039	4,223	3	1,408	USED CARS RETAIL		37	1,217	553,877	45,019			
2	-	-	-	-	MEMO: USED CAR RTL(FRANCHISE ONLY)		-	-	-	-			
3	30,463	1,408	2	704	REMARKETED CARS RETAIL		17	1,140	253,826	19,384			
4	59,844	6,427	4	1,607	USED LIGHT TRUCK RETAIL		32	1,773	513,689	56,734			
5	-	-	-	-	MEMO: USED CERTIFIED TRUCKS (Franchise Only)		-	-	-	-			
6	-	-	-	-	USED MED/HVY TRK - RETAIL		-	-	-	-			
7	-	-1,820	-	-	REMARKETED TRKS RETAIL		28	1,176	484,956	32,941			
8	-	-	-	-	USED CAR/TRK INCENTIVES		-	-	-	-			
9	124,346	10,238	9	1,138	TOTAL USED RETAIL		114	1,352	1,806,348	154,078			
10	12,970	945	3	315	USED CARS WHOLESALE		24	195	88,462	4,687			
11	-	-	-	-	REMARKETED CARS WHOLESALE		-	-	-	-			
12	28,100	1,793	4	448	USED TRKS WHOLESALE		24	137	109,615	3,280			
13	-	-	-	-	REMARKETED TRKS WHOLESALE		-	-	-	-			
14	-	-	-	-	USED VEH. INVENTORY ADJ.		-	-	-	-			
15	41,070	2,738	7	391	TOTAL USED WHOLESALE		48	166	198,077	7,967			
16	165,416	12,976	16	811	TOTAL USED VEHICLES		162	1,000	2,004,425	162,045			
17	-	-	-	-	MEMO: USED INTERNET SALES		-	-	-	-			
18	-	-	-	-			-	-	-	-			
19	UNITS		COST		COST PER UNIT		UNITS		COST		COST PER UNIT		
	MONTH	YTD	MONTH	YTD	MONTH	YTD	RECONDITIONING	MONTH	YTD	MONTH	YTD	MONTH	YTD
20	-	-	-	-	-	-	ANALYSIS	-	-	-	-	-	-
21	INCOME		UNITS		%PEN		PVR		F&I		INCOME		
22	MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	DEPARTMENT	MONTH	YTD	YTD	MONTH	YTD
23	4,218	36,402	5	63	37.5	141	217	FINANCE CONTRACTS	5	71	62.3	189	321
24	-400	3,883				-13	23	FIN INC. ADJ.				28	
25	226	7,957	2	23	13.7	8	47	INSUR. CONTRACTS	1	22	19.3	35	61
26	-	-				-	-	INSUR ADJ.				-	-
27	5,366	55,114	4	52	31.0	179	328	EXT SERVICE CONTR	4	53	46.5	319	408
28	3,401	7,464				113	44	EXT. SERV CONTR REF				8	23
29	100	10,401				3	62	OTHER MERCHANDISE				-17	12
30	-	-				-	-	REPO LOSS NET				-	-
31	6,909	98,527				230	586	F&I NET INCOME				519	750
32	MONTH	YTD	PNVR						PUVR		MONTH	YTD	
			MONTH	YTD					MONTH	YTD			
33	26,818	244,708	894	1,457	CAR/TRUCK GROSS		1,442	1,421			12,976	162,045	
34	(-)	(-)	-	-	COST OF SALES ADJ: LIFO(US ONLY)		-	-			(-)	(-)	
35	6,909	98,527	230	586	F&I NET INCOME (LINE 31)		519	750			4,667	85,511	
36	716,563	4,178,572	NEW GROSS % SALES		S	TOTAL		S	USED GROSS % SALES		165,416	2,004,425	
37	33,727	343,235	4.7	8.2	G	VEHICLE		G	10.7	12.4	17,643	247,556	
38	NEW VEHICLE SALES EXPENSE		% TOTAL NEW GROSS				% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE				
39	3,927	34,941	11.6	10.2	COMM & INCENT	SALESPERSON		19.1	18.4	3,369	45,598		
40	300	15,356	0.9	4.5		SALES MANAGERS		42.2	8.0	7,452	19,838		
41	2,468	7,758	7.3	2.3		F&I		-	-	-	-		
42	7,249	36,357	21.5	10.6	PRE-DELIVERY								
43	(461)	(9,890)	1.4	2.9	PRE-DELIVERY ALLOWANCES								
44	368	2,906	1.1	0.8	FREE SERVICE/MAINT & POLICY		2.1	1.3	365	3,179			
45	13,851	87,428	41.1	25.5	TOTAL VARIABLE EXPENSE		63.4	27.7	11,186	68,615			
46	19,876	255,807	58.9	74.5	VARIABLE GROSS		36.6	72.3	6,457	178,941			
47	4,699	30,734	13.9	9.0	SALARY	SALESPERSON		17.8	14.9	3,144	36,996		
48	2,000	29,375	5.9	8.6		SALES MANAGERS		11.3	10.8	2,000	26,837		
49	501	6,776	1.5	2.0		OTHER		-	-	-	-		
50	4,000	30,371	11.9	8.8	F&I		-	-	-	-			
51	7,418	44,023	22.0	12.8	ADVERTISING		85.5	30.2	15,090	74,807			
52	-	-	-	-	MEMO: INTERNET ADV.		-	-	-	-			
53	(4,655)	(36,455)	(13.8)	(10.6)	ADVERTISING REBATES		-	-	(-)	(-)			
54	-	-	-	-	PROMOTION		-	-	-	-			
55	304	2,126	0.9	0.6	TRAINING		-	-	-	-			
56	93	605	0.3	0.2	DEMO EXPENSE		-	-	-	-			
57	-	-	-	-	SERVICE LOANERS		-	-	-	-			
58	-	-	-	-	F&I OTHER		-	-	-	-			
59	16,756	127,651	49.7	37.2	INTEREST-FLOOR PLAN		11.5	7.3	2,022	18,047			
60	(6,894)	(67,688)	20.4	19.7	FLOOR PLAN ASSISTANCE		-	-	(-)	(-)			
61	24,222	167,518	71.8	48.8	TOTAL SEMI-FIXED EXPENSES		126.1	63.3	22,256	156,687			
62	-4,346	88,289	-12.9	25.7	SELLING GROSS		-89.5	9.0	-15,799	22,254			

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DEALER Ford of Marin					P&A CODE 06046					MONTH JUL 2008 YTD				PAGE 5
PARTS DEPARTMENT					SERVICE DEPARTMENT					BODY SHOP DEPARTMENT				
	MON	YTD	MON	YTD		MON	YTD	MON	YTD	MON	YTD	MON	YTD	
1	39,487	235,957	GRS%SL		WHOLESALE*	S			GRS%SL					GRS%SL
2	7,662	46,678				G								
3	-	-			WHLS JB INC	G				FRANCHISE		TRAFFIC		SALES PER RO
4	7,662	46,678	19.4	19.8	TOTAL WHSL	G	RPR	BODY	W&P	INTR	REPAIR	M	424	182.0
5	15,747	94,957			COUNTER	S	126.50	-	114.33	105.00	SHOP	Y	2,904	198.0
6	4,851	31,356	30.8	33.0	RETAIL	G					BODY	M	-	-
7	76,956	574,320			REPAIR	S	114,285	815,825			SHOP	Y	-	-
8	31,717	238,149	41.2	41.5	SHOP	G	84,271	605,849	73.7	74.3	W&P CLM	M	182	166.0
9	2,151	22,302			ESP REPAIR	S	2,363	29,740			SERV	Y	1,253	138.0
10	625	6,480	29.1	29.1	SHOP	G	1,821	23,314	77.1	78.4	W&P CLM	M	-	-
11	-	-			JOB INCENTIVE	G					B/S	Y	-	-
12	30,143	173,002			WARRANTY	S	35,516	193,089			ESP	M	21	102.0
13	8,295	46,709	27.5	27.0	W POL CLM(SERV)	G	28,255	153,253	79.6	79.4	REPAIR	Y	176	127.0
14	7,019	41,448			INTERNAL	S	11,737	86,324				M	140	50.0
15	2,140	11,830	30.5	28.5	(SERVICE)	G	7,846	57,527	66.8	66.6	INTERNAL	Y	757	55.0
16	-	-			UNAPPLIED TIME	G	-788	-8,679					-	-
17	-	914			SUBLET	S	9,990	70,053					-	-
18	-	210	-	23.0	REPAIRS	G	259	4,873	2.6	7.0			-	-
19	-	-			OTHER	S	-	-					-	-
20	-	-			MERCHANDISE	G	-	-					-	-
21	-	-			PARTS SALES	S	-	-					-	-
22	-	-			SERV-OTH	G	-	-					-	-
23	116,269	811,986			FRANCHISE	G	-	-					-	-
24	42,777	303,378	36.8	37.4	TOTAL PARTS	S							-	-
25	-	-			SALES-SERV	G							-	-
26	-	-			BODY SHOP	S							-	-
27	-	-			(METAL)	G							-	-
28	-	-			BODY SHOP	S	RO	TRAFFIC	SALES PER RO				-	-
29	-	-			(PAINT)	G	ANALYSIS	RO COUNT	PARTS	LABOR			-	-
30	-	-			WARRANTY&	S	SERVICE						-	-
31	-	-			POL CLMS(B/S)	G	OTH FRAN						-	-
32	-	-			INTERNAL	S	BODY RO						-	-
33	-	-			(BODY SHOP)	G	OTH FRAN						-	-
34	-	-			MATERIALS	S	6,175	34,077					-	-
35	-	-				G	135	-382	2	-1			-	-
36	-	-			PARTS SALES	S							-	-
37	-	-			BODY-OTH	G							-	-
38	-	-			FRANCHISE	G							-	-
39	-	30,423			TOTAL PARTS	S							-	-
40	-	-			SALES-BODY	G							-	-
41	171,503	1,142,900			DISC EARNED	G							-	-
42	55,290	411,835	32.2	36.0	INVENT ADJ	G							-	-
43	(-)	(-)			TOTAL	S	180,066	1,229,108					-	-
44	55,290	411,835	32.2	36.0	DEPARTMENTS	G	121,799	835,755	67.6	68.0			-	-
45					CDL LIFO(US ONLY)	G							-	-
46	8,098	52,505	14.6	12.7	TOTAL	G	121,799	835,755	67.6	68.0			-	-
47	11,994	80,508	21.7	19.5	PARTS EXPENSE								-	-
48	100	700	0.2	0.2	SERV SALES EXPENSE								-	-
49	599	4,287	1.1	1.0	%SERV GRS								-	-
50	-	-			COMP - MGRS		12,404	91,268	10.2	10.9			-	-
51	304	2,126	0.5	0.5	SAL-OTHER		17,173	116,445	14.1	13.9			-	-
52	-	-191	-	-	COMM&INC-OTH		10,914	73,663	9.0	8.8			-	-
53	59	295	0.1	0.1	ADVERT/PROMO		4,023	26,513	3.3	3.2			-	-
54	285	2,117	0.5	0.5	ADVERTISING		-	-	-	-			-	-
55	752	2,428	1.4	0.6	REBATES		-	-	-	-			-	-
56	1,759	13,194	3.2	3.2	TRAINING		1,458	15,693	1.2	1.9			-	-
57	-	-	-	-	POLICY ADJ		1,339	15,215	1.1	1.8			-	-
58	844	6,044	1.5	1.5	SERV LOANER		573	3,757	0.5	0.4			-	-
59	24,794	164,013	44.8	39.8	TOOLS&SUPP		2,453	18,087	2.0	2.2			-	-
60	30,496	247,822	55.2	60.2	FREIGHT		100	560	0.1	0.1			-	-
61	(16,171)	(122,315)			EQ&VEH MAINT		2,451	13,005	2.0	1.6			-	-
62	14,325	125,507			INV CNTRL&DP		-	-	-	-			-	-
					VAC/TO PAY-TECH		4,100	29,500	3.4	3.5			-	-
					TOT SALES EXP		56,988	403,706	46.8	48.3			-	-
					SELLING GROSS		64,811	432,049	53.2	51.7			-	-
					SHOP PARTS		16,171	122,315					-	-
					GROSS TRANS								-	-
					ADJ SELLING GRS		80,982	554,364					-	-

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LINE NO	DEALER Ford of Marin					P&A CODE 06046		MONTH JUL 2008 YTD				Page 6
	SELL/ADJ SELL GRS	MONTH	YTD	MONTH	YTD	NEW	USED	PARTS	SERVICE	BODY	UNAPPLIED	
	ALL DEPARTMENTS	75,162	790,414	32	43	88,289	22,254	125,507	554,364	-	-	
FIXED EXPENSE					% GROSS		DEPARTMENTAL FIXED EXPENSE ALLOCATION-YTD					
1	SAL-GEN MGR	-	-	-	-	-	-	-	-	-	-	
2	SALARIES-ADM	13,733	97,988	6.0	5.3	-	-	-	-	-	97,988	
3	EMPLOYEE BENEFIT	6,926	43,350	3.0	2.4	-	-	-	-	-	43,350	
4	PAYROLL TAXES	13,391	114,777	5.9	6.2	-	-	-	-	-	114,777	
5	PENSIONS	2,200	15,400	1.0	0.8	-	-	-	-	-	15,400	
6	INST. ADV&PROMO	1,923	11,044	0.8	0.6	-	-	-	-	-	11,044	
7	RENT & EQUIV	59,105	399,372	25.9	21.7	-	-	-	-	-	399,372	
8	UTILITIES	3,244	28,294	1.4	1.5	-	-	-	-	-	28,294	
9	TELEPHONE	2,449	17,159	1.1	0.9	-	-	-	-	-	17,159	
10	TAXES	-	-	-	-	-	-	-	-	-	-	
11	INSURANCE	3,153	25,989	1.4	1.4	-	-	-	-	-	25,989	
12	OFFICE SUPPLIES	991	7,773	0.4	0.4	-	-	-	-	-	7,773	
13	PROF & SERV FEES	6,657	59,248	2.9	3.2	-	-	-	-	-	59,248	
14	DATA PROCESSING	10,280	56,347	4.5	3.1	-	-	-	-	-	56,347	
15	BAD DEBTS	300	2,100	0.1	0.1	-	-	-	-	-	2,100	
16	CONTRIBUTIONS	-	100	-	-	-	-	-	-	-	100	
17	INTEREST	3,398	27,449	1.5	1.5	-	-	-	-	-	27,449	
18	DEPREC EQUIP	4,127	29,926	1.8	1.6	-	-	-	-	-	29,926	
19	EQ&VEH MAIN GENL	2,090	11,623	0.9	0.6	-	-	-	-	-	11,623	
20	TRAVEL & ENTERT	132	462	0.1	-	-	-	-	-	-	462	
21	MISC EXPENSE	-	-	-	-	-	-	-	-	-	-	
22	ALLOCATION OF UNAPPLIED EXPENSE					331,941	142,260	142,260	331,940	-	948,401	
23	TOTAL FIXED	134,099	948,401	58.7	51.6	331,941	142,260	142,260	331,940	-	TOT APPLIED	
24	DEALER SALARY	12,668	102,676	5.5	5.6	35,937	15,401	15,401	35,937	-	-	
25	OPERATING PROFIT	-71,605	-260,663	-31.3	-14.2	-279,589	-135,407	-32,154	186,487	-	-	
26	VEHICLE AND F&I SELLING GROSS ANALYSIS					RENTAL DEPARTMENT		MONTH	YTD			
27	MONTH	YTD			MONTH	YTD	INCOME		-	-		
28	26,818	244,708			12,976	162,045	SALARIES		-	-		
29	11,383	79,670			11,186	68,615	COMMISSIONS/INCENTIVES		-	-		
30	20,222	137,147			22,256	156,687	OTHER EXPENSES		-	-		
31	-4,787	27,891			-20,466	-63,257	TOTAL NET		-	-		
32	6,909	98,527	TOTAL F&I NET INCOME		4,667	85,511	AGREEMENTS		-	-		
33	6,468	38,129	F&I SELLING EXPENSES		-	-	INVENTORY		RENTAL		SERVICE	
34	441	60,398	F&I SELLING GROSS		4,667	85,511	ANALYSIS		CAR	TRK	RV	
35	-4,346	88,289	TOTAL SELLING GROSS		-15,799	22,254	TOT UNITS @ EOM		LOANERS			
36	RENT & EQUIV		MONTH		YTD	TOT UNIT DAYS AVAIL/MO		-	-	-		
NET RENT OR EQUIV			48,672	336,766	CUST ESP PD DAYS/MO		-	-	-			
DEPREC & AMORT			-	-	SER LNR PD DAYS/MO		-	-	-			
INSURANCE-BUILDING			3,949	29,514	DLR PAID DAYS/MO		-	-	-			
TAX-REAL ESTATE			2,718	19,026	NON UTILIZED DAYS/MO		-	-	-			
41			MAINT-BUILDING		3,765	14,066	% UTILIZATION		-	-		
42	TOTAL		59,104		399,372	% CUST/EXP PAID		-	-	-		
43	PERSONNEL SUMMARY		ADMIN	FRAN N&U	OTHER N&U	F&I	REN/LS	FRAN.PARTS	OTH.PARTS	FRAN.SERV	OTH.SERV	BODY
44	DEALERS		1	-	-	-	-	-	-	-	-	-
45	MANAGEMENT		1	1	-	1	-	1	-	1	-	-
46	SLSPRNS/SRV ADVRS		-	5	-	-	-	2	-	3	-	-
47	TECH	REPAIR	-	-	-	-	-	-	-	13	-	-
48	NICIAN	INTERNALS	-	-	-	-	-	-	-	-	-	-
49	CLERICAL		2	-	-	-	-	-	-	-	-	-
50	OTHER		1	-	-	-	-	1	-	4	-	-
51	TOTAL		37	5	6	1	-	4	-	21	-	-
52	SLSPRN		<12 MOS	3	SERV		<12 MOS	1				
12-36 MOS			2	ADVSR		12-36 MOS	2					
37-60 MOS			-	TENURE		37-60 MOS	-					
61+ MOS			-	(MOS)		61+ MOS	-					
SALESPERSON HIRED-YTD			-	SRV ADVR		HIRED-YTD	-					
57	TURNOVER		TERM-YTD	-	TRNOVR		TERM-YTD	-				
58	SPLIT SLS FORCE		NEW	USED	COMB	TOTAL	STALL COUNT					
59	MANAGERS		-	-	1	1	REPAIR	INTERNAL	BODY			
60	SALESPERSONS		-	-	5	5	13	-	-			

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DEALER		P&A CODE		SALES CODE 71C017		MONTH		PG 7 QL			
PARTS DEPARTMENT				SERVICE DEPARTMENT							
MON	YTD	MON	YTD	MON	YTD	MON	YTD	MON	YTD		
GRS%SLS				GRS%SLS							
MEMO: QUICK LANE (US) FAST LANE(CANADA)				FRANCHISE		TRAFFIC		SALES PER R.O.			
				RO ANALYSIS		RO COUNT		PARTS		LABOR	
				SALES		M		-		-	
				ESP/		M		-		-	
				ESC/QFC		Y		-		-	
INTERNAL				Y		-		-			
OTHER				M		-		-			
MERCHANDISE				Y		-		-			
WARRANTY				M		-		-			
SALES				Y		-		-			
PARTS WHOLESALE				S		-		-			
PARTS COUNTER RETAIL				G		-		-			
RETAIL SHOP SALES				S		-		-			
TIRE SALES				G		-		-			
ESP/ESC/QFC				G		-		-			
WARRANTY SALES				S		-		-			
INTERNAL SALES				G		-		-			
INTERNAL TIRE SALES				S		-		-			
UNAPPLIED TIME				G		-		-			
SUBLET SALES				S		-		-			
OTHER MERCHANDISE				G		-		-			
MATERIALS				S		-		-			
DISC EARNED				G		-		-			
INVENT ADJ				G		-		-			
TOTAL DEPARTMENTS				S		-		-			
77 SERV SALES EXPENSE				%SERV GRS		-		-			
SALARIES-MGRS				-		-		-			
SALARIES-TECH				-		-		-			
COMM & INC-MGRS				-		-		-			
COMM & INC-TECH				-		-		-			
ADVERT/PROMO				-		-		-			
TRAINING				-		-		-			
POLICY ADJ				-		-		-			
TOOLS & SUPP				-		-		-			
FREIGHT/HANDLING				-		-		-			
EQ&VEH MAINT				-		-		-			
INV CNTRL & DP				-		-		-			
VAC/TO PAY-TECH				-		-		-			
TOT SALES EXP				-		-		-			
SELLING GROSS				-		-		-			
AMORT of IMPR				-		-		-			
INS BLDGS				-		-		-			
TAXES REAL ESTATE				-		-		-			
MAIN BLDGS				-		-		-			
UTILITIES				-		-		-			
TELEPHONE				-		-		-			
TAXES EXCL. INCOME REAL ESTATE				-		-		-			
OFFICE SUPPLIES				-		-		-			
PROF & SERV FEES				-		-		-			
BAD DEBT				-		-		-			
CONTRIBUTIONS				-		-		-			
DEPREC EQUIP				-		-		-			
TRAVEL & ENTERT				-		-		-			
MISC EXPENSE				-		-		-			
TOTAL FIXED EXP				-		-		-			

PERSONNEL	
MANAGERS	-
SERVICE WRITERS	-
REPAIR TECH	-
INTERNAL TECH	-
TOTAL	-
STALL COUNT	
REPAIR	INTERNAL
	-

SERVICE ALLOCATION FIXED EXPENSE	
AMORT of IMPR	-
INS BLDGS	-
TAXES REAL ESTATE	-
MAIN BLDGS	-
UTILITIES	-
TELEPHONE	-
TAXES EXCL. INCOME REAL ESTATE	-
OFFICE SUPPLIES	-
PROF & SERV FEES	-
BAD DEBT	-
CONTRIBUTIONS	-
DEPREC EQUIP	-
TRAVEL & ENTERT	-
MISC EXPENSE	-
TOTAL FIXED EXP	-